

Message Text

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PAGE 01 DOHA 00995 130657Z

21

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 130610Z AUG 75
FM AMEMBASSY DOHA
TO SECSTATE WASHDC 0793
USDOC WASHDC

UNCLAS DOHA 0995

E.O. 11652: N/A
TAGS: BEXP QA
SUBJ: FURTHER INTEREST IN PREFABRICATED HOUSING

REF: DOHA 0763, 0716

1. REFTELS DESCRIBED INTEREST ON PART OF LOCAL FIRM IN ESTABLISHING JOINT VENTURE WITH US MANUFACTURER OF PREFABRICATED HOUSING. THANKS TO PROMPT USDOC ACTION, FIRM NOW IN SERIOUS NEGOTIATIONS WITH AT LEAST TWO AMERICAN COMPANIES.

2. AS DEMAND FOR HOUSING INCREASES, RESULTING IN SHORTAGES AND EXORBITANT RENTS, THERE IS GROWING INTEREST ON PART OF PRIVATE SECTOR IN PREFABRICATED HOUSING. EMBASSY HAS BEEN APPROACHED BY REPRESENTATIVE OF GROUP OF PROMINENT LOCAL BUSINESSMEN WHO ALSO INTERESTED IN FORMING ASSOCIATION WITH US PREFABRICATION FIRM. GROUP WILL CONSIDER TWO POSSIBLE ARRANGEMENTS: 1) DIRECT PURCHASE OF HOUSING UNITS; 2) FORMATION OF JOINT VENTURE THAT WOULD ESTABLISH PLANT IN QATAR. ANTICIPATED VOLUME FOR EITHER ALTERNATIVE ABOUT 1000 UNITS PER YEAR.

3. ACTION REQUESTED: REQUEST USDOC NOTIFY MANUFACTURERS OF PREFABRICATED HOUSING OF THIS OPPORTUNITY. INTERESTED FIRMS SHOULD PROVIDE DETAILED DESCRIPTION OF VARIOUS UNITS PRODUCED INCLUDING COLOR PHOTOS, PLANS AND COST. FIRMS INTERESTED IN DIRECT SALE RATHER THAN JOINT VENTURE SHOULD QUOTE COST PER UNIT FOB NEW YORK. ALL QUOTATIONS SHOULD COVER TOTAL COST OF UNIT INCLUDING COMPLETE FURNISHINGS AND CENTRAL AIR
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CONDITIONING. GROUP HOPES TO RECEIVE INFORMATION FROM 8-10

INTERESTED COMPANIES WITHIN THREE WEEKS. FIRMS MAY SEND INTO
DIRECTLY TO EMBASSY. REQUEST USDOC PROVIDE US BY CABLE NAMES
AND ADDRESSES OF COMPANIES EXPRESSING INTEREST.
YOUNG

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